

Message Text

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ACTION COME-00

INFO OCT-01 AF-10 ISO-00 DODE-00 EB-07 NSAE-00 RSC-01

TRSE-00 AEC-07 CIAE-00 /026 W
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FM AMEMBASSY PRETORIA

TO SECSTATE WASHDC 1039

UNCLAS PRETORIA 5385

E.O. 11652: N/A

TAGS: BFOL, ESTC, SF

SUBJECT: SERVITEK DISTRIBUTOR LICENSE APPLICATION

REFERENCE: (A) STATE A-7967

(B) STATE 276346

1. RECOMMEND APPROVAL DISTRIBUTOR LICENSE APPLICATION SUBMITTED
BY SERVITEK (PTY) LTD., 405 CHURCH STREET, PRETORIA.

2. ACCORDING TO SERVITEK SYSTEMS DIVISION MANAGER, J.C. MULLER,
COMPANY IS PRIMARILY ENGAGED IN RECRUITMENT AND PROVISION
ELECTRONICS TECHNICIANS AND OTHER SKILLED PERSONNEL ON CONTRACT
BASIS TO SAG AGENCIES INCLUDING DEFENSE FORCES, CSIR, POST
OFFICE AND OTHERS. SALES DIVISION ORGANIZED LARGELY TO PROVIDE
LOGISTICAL SUPPORT TO SERVICE PERSONNEL. COMPANY'S LARGEST
SERVICE CONTRACT IS WITH SA NAVY IN SUPPORT OF WHICH IT MAINTAINS
BRANCH OFFICE IN SIMONSTOWN. MULLER AND OTHER COMPANY OFFICIALS
FULLY AWARE OF PROVISIONS U.S. ARMS EMBARGO, HOWEVER, AND CLAIM
TO HAVE BEEN SCRUPULOUS IN COMPLIANCE. IN THIS CONNECTION,
MULLER POINTED OUT THAT SERVITEK HAS HAD NON-EXCLUSIVE AGENCY
RELATIONSHIP WITH JSH INTERNATIONAL, INC., FOR NUMBER OF YEARS
AS WELL AS SUB-AGENCY RELATIONSHIP WITH ITT AND AGENCY
RELATIONSHIP WITH SCIENTIFIC RADIO SYSTEMS OF ROCHESTER,
N.Y. HE SAID IN ALL INSTANCES WHERE PURCHASES FROM THESE
COMPANIES APPEAR FALL INTO GRAY AREA OF U.S. ARMS EMBARGO
POLICY, SERVITEK HAS ASKED DISTRIBUTOR CLEARLY ESTABLISH
LEGALITY OF SALE BEFORE PLACING ORDER. INTEND FOLLOW SAME
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PROCEDURE IN FUTURE. COMPANY DOES NOT RE-EXPORT. TOTAL SALES

VOLUME OF IMPORTED COMPONENTS HAS BEEN RELATIVELY SMALL IN
PAST, RUNNING AT ABOUT \$100,000 ANNUALLY, BUT COMPANY EXPECTS
MAKE USE OF EXCLUSIVE AGENCY RELATIONSHIP WITH JSH INTERNATIONAL
TO BOOST SALES, PARTICULARLY TO SA POST OFFICE.
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Disposition Approved on Date:
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Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
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